

**From:** Jones, Renee <Renee.Jones@hubinternational.com>  
**Sent:** Tuesday, February 23, 2016 2:49 PM  
**To:** Ashley Hatcher; Billy Smith; Brantley Thomas; Brian Calsing; Brittany Rideout; Carol Lewis; Caroline Connare; Chris Benfield; David Fallaw; Donnie Wilson; Dr. Darryl Owings; Dr. Frank Morgan; Dr. Michael Thorsland; Gloria Moore; Greg Mack; Greg Twitty; Greg Wood; Heidi Kerns; Jamie McCutcheon; Janet Johnson; Jessica Gaskins; K Kluttz; Kayle Brown; Kevin Robinson; Laura Parnell; Laurie Eubanks; Lynn Lawson; Lynne Skelton; Omar Daniels; Rainy Talbert; Scott Mercer; Scott Orr; Tina Carr; Tony Walker; Travis Thomas  
**Cc:** Pokorney, Stan; Pokorney, Scott; Schlee-dahmer, Joana  
**Subject:** July Insurance Renewals

As we advise about this time every year:

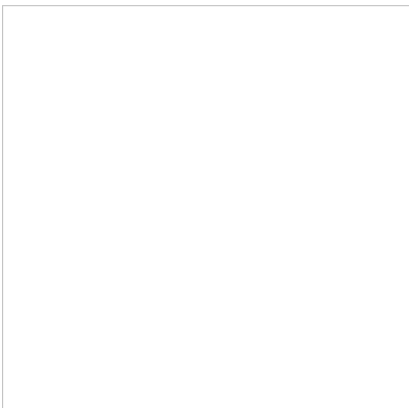
All our SC K12--- Pokorney Schools Team renewals will come in at-----

FLAT---to---Minus 9%. We know you appreciate that-- this rate stability avoids the large swings of hard and soft markets.

In other words---we have aggressive rates backed up by excellent experience.

Sincerely,

Stanley J. Pokorney  
Senior Vice President  
HUB International Southeast  
1001 Morehead Square Drive, Suite 400  
Charlotte, NC 28203  
Direct: 704-405-0113  
Cell: 704-953-0918  
Toll Free: 800-849-8008  
Fax: 704-334-6526  
[stan.pokorney@hubinternational.com](mailto:stan.pokorney@hubinternational.com)  
[www.hubinternational.com](http://www.hubinternational.com)



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**From:** Jones, Renee <Renee.Jones@hubinternational.com>  
**Sent:** Friday, January 24, 2014 10:58 AM  
**To:** Bennie Bennett; Billy Smith; Brantley Thomas; Brian Calsing; Carol Lewis; Caroline Connare; Chris Benfield; David Fallaw; Donnie Wilson; Dr. Darryl Owings; Dr. Frank Morgan; Dr. Michael Thorsland; Edwin Estridge; Gloria Moore; Greg Mack; Greg Twitty; Greg Wood; Heidi Kerns; Jamie McCutcheon; Janet Johnson; Jessica Gaskins; Jim Suber; K Kluttz; Karen Asplund; Kevin Robinson; Laura Parnell; Linda Dawkins; Lynn Lawson; Mary Helen Stuhr; Nancy Alford; Omar Daniels; Rainy Talbert; Renee Jeddcoat; Rose Wilder; Scott Mercer; Scott Orr; Steve Uldrick; Susan Dowd; Tina Carr; Tony Walker  
**Cc:** Pokorney, Stan; Pokorney, Jana; Pokorney, Scott  
**Subject:** FW: REFERRAL ASSISTANCE--SC Public School Program

Please see important email below from Stan – our fearless leader!

***Renee' P. Jones, CPIA, CISR***

Technical Account Manager  
Hub International Southeast Limited  
1001 Morehead Square Drive, Suite 400  
Charlotte, NC 28203  
Direct: (704) 405-0075  
Toll Free: (800) 849-8008  
Fax: (704) 334-6526  
Renee.Jones@hubinternational.com  
www.hubinternational.com

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**From:** Pokorney, Stan  
**Sent:** Friday, January 24, 2014 10:46 AM  
**To:** Jones, Renee  
**Subject:** REFERRAL ASSISTANCE--SC Public School Program

I (Hub International) am very “selective” about working on New Business. We restrict new business to 1-2 districts, annually. Our incumbent accounts will ALWAYS-- be our first priority.

Last year we only worked on Greenville—but we reduced their cost by \$500,000. We have been successful on every SC K12 we have worked on for 5 Years and have a--- 97% hit ratio since 1989!

THE MOST DIFFICULT PART OF OUR PROCESS IS TO—FIND A CFO/DISTRICT THAT IS WILLING TO SIDE-STEP POLITICS FOR THIS KIND OF IMPROVEMENT!

Usually, we act as the Designated Broker, and perform the entire process—eliminating any drain on the District.

I will give you a call in the next few weeks—to seek your advise.

When possible--please welcome our newest team member, Scott Pokorney.

Sincerely,

Stanley J. Pokorney  
Senior Vice President  
HUB International Southeast  
1001 Morehead Square Drive, Suite 400  
Charlotte, NC 28203  
Direct: 704-405-0113  
Cell: 704-953-0918  
Toll Free: 800-849-8008  
Fax: 704-334-6526  
[stan.pokorney@hubinternational.com](mailto:stan.pokorney@hubinternational.com)  
[www.hubinternational.com](http://www.hubinternational.com)

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